

Message Text

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UNCLAS NEW DELHI 16416

E.O. 11652: N/A

TAGS: BEXP IN

SUBJECT: "EARLY WARNING" ON MAJOR ENGINEERING AND EQUIPMENT
EXPORT OPPORTUNITY; HIGH CAPACITY COAL HANDLING FACILITY

1. RAIL INDIA TECHNICAL AND ECONOMIC SERVICES LIMITED, A GOVERNMENT OF INDIA-OWNED CONSULTING ORGANIZATION WHICH SPECIALIZES IN WORK RELATED TO RAILROAD FREIGHT HANDLING SYSTEMS, HAS REQUESTED OUR ASSISTANCE IN OBTAINING PRELIMINARY OFFERS FROM QUALIFIED US COMPANIES THAT CAN UNDERTAKE THE SUPPLY AND ERECTION OF A COAL LOADING PLANT WITH A CAPACITY OF 4,000 TONS PER HOUR FOR A "MERRY-GO-ROUND" RAILWAY SYSTEM. OFFERS FOR EITHER A COMPLETE TURNKEY PROJECT OR FOR THE SUPPLY OF NECESSARY PLANT AND EQUIPMENT SEPARATELY HAVE BEEN REQUESTED. RAIL INDIA REQUIRES THE OFFERS IN CONNECTION WITH GOI'S PROPOSED PROGRAM FOR THE ESTABLISHMENT OF FOUR REGIONAL SUPER THERMAL POWER PROJECTS TO BE LOCATED IN THE PROXIMITY OF COAL MINE-HEADS. THE CONFIGURATION OF EACH SUPER THERMAL POWER PLANT, AS TENTATIVELY PLANNED, INVOLVES THE SETTING UP OF FIVE OR SIX 200 MW THERMAL UNITS AT EACH OF THE FOUR LOCATIONS.

2. THE GOI IS NEGOTIATING WITH THE WORLD BANK FOR A SUBSTANTIAL FOREIGN CURRENCY LOAN TO ENABLE IT TO UNDERTAKE THE PROCUREMENT OF EQUIPMENT AND PROVIDE THE REQUIRED INFRASTRUCTURE FACILITIES

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FOR THE SUPER THERMAL POWER STATIONS. WHILE RAIL INDIA IS

PRESENTLY INVOLVED WITH THE PLANNING OF ONLY ONE MERRY-GO-ROUND RAILWAY SYSTEM, IT IS LIKELY THAT THE COMPANY WHICH SECURES THE INITIAL CONTRACT MIGHT SUPPLY MUCH OF THE PLANT AND EQUIPMENT FOR ALL FOUR SUPER THERMAL STATIONS TO INSURE STANDARDIZATION.

3. RAIL INDIA IS CURRENTLY CORRESPONDING WITH MCNALLY PITTSBURG MANUFACTURING CORPORATION, PITTSBURG, KANSAS, BUT WISHES TO RECEIVE PRICE QUOTATIONS AND ENGINEERING CAPABILITY OFFERS FROM OTHER QUALIFIED US COMPANIES WHO HAVE ESTABLISHED SIMILAR PROJECTS IN THE US AND ELSEWHERE. AFTER THE PRELIMINARY OFFERS HAVE BEEN RECEIVED, A HIGH-LEVEL OFFICIAL TEAM FROM RAIL INDIA PLANS TO VISIT EUROPE AND THE UNITED STATES TO EVALUATE THE TECHNICAL CAPABILITY AND PROJECT PERFORMANCE OF THE COMPANIES THAT SUBMIT OFFERS AND TO CARRY FORWARD NEGOTIATIONS WITH SELECTED FIRMS.

4. ACTION REQUESTED: THE DEPARTMENT IS REQUESTED TO BRING THIS EARLY WARNING OF A MAJOR ENGINEERING AND EQUIPMENT EXPORT POSSIBILITY TO THE ATTENTION OF INTERESTED AND QUALIFIED U.S. COMPANIES AND REQUEST THEM TO SUBMIT IMMEDIATE OFFERS TO THE ATTENTION OF MR. T N TANDON, SENIOR MANAGER, RAIL INDIA TECHNICAL AND ECONOMIC SERVICES LIMITED, NEW DELHI HOUSE (FIRST FLOOR), 27 BARAKHAMBA ROAD, NEW DELHI, INDIA.SAXBE

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